A67.4012: (Nov 10, 1978)

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

November 10, 1978

2307 Baby chicks (Canary Islands). Wants one-day baby chicks, several million. Quote CIF Tehran (Iran). Delivery soonest. Shipment by air. Contact: Juan Ramos, Intercontinental Trading, S. L., Apartado 785, Las Palmas, Canary Islands. Telex: 95299 FONCAB. Phone: 25 64 05.

2308 Okra (England). Wishes frozen okra, 100 tons, packaging whatever is offered. Delivery soonest, quote FOB. Bank ref: Barclays Int. Contact: L. Walker, Southern Ship Stores Ltd., Test Road, Eastern Docks, Southampton, England. Telex: 47550. Phone: 0703-29731.

2309 Pickles (England). Wishes dill pickles, approximately 18 tons - 2 per month. U.S. Style, poly packaging - 5 kg. Delivery soonest. Requirements: Cucumbers to be chopped, approximately 1/8" dice. Bank ref: Coutts & Co., Ltd. Contact: W. Simm, Universe Foods Ltd., 183 Heath Road, Twickenham, Middlesex TW1 4BH, England. Phone: 01-892-9167.

2310 Apples (England). Would like to buy Mackintosh apples, quantity dependent on price. Quality export grades. Packed in telescopic cartons. Seasonal delivery. Quote C&F, CIF or FOB. Bank ref: Coutts & Co., Strand, London WC2. Contact: A. K. Ballantine, A. K. Ballantine & Company, Ltd., Pirbright, Woking, Surrey GU24 OBX, England. Cable: FRUITFUL, London. Phone: 048 67 2364.

2311 Frozen chickens (Carnary Islands). Would like frozen chickens, 10,000 tons, quote CIF Tehran. Specify whether broilers or fowl and USDA grade. Shipment in refrigerated containers. Contact: Juan Ramos, Intercontinental Trading, S. L. Apartado 785, Las Palmas, Canary Islands. Telex: 95299 FONCAB. Phone: 25 64 05.

2312-2317 Rice, soybean oil, sugar, wheat, barley and corn (England). Needs rice, soybean oil, sugar, wheat, barley and corn in large quantities, unable to specify as yet. Delivery soonest. Requirements: Order for Iranian Government. Bank ref: Standard Chartered Bank, London. Contact: Rouben Y. Zelouf, Roze (UK) Ltd., 58 Westmoreland Road, Barnes, London SW13 9Y, England. Telex: 21752. Phone: 01-748-9754.

2318 White beans (Malaysia). Needs 24-36 container loads per year (18 mt) of Michigan white peabeans, Grade 1 and 2, packaging in 100 lb bag. Delivery January/December 1979. Quote C&F or CIF port Kealing. Bank ref: The Pacific Bank and United Malayan Banking Corp., Kuala Lumpur. Contact: Lee Yi Kiat, Fullerton Company, 68 Jalan Raja Laut (1st Floor), Kuala Lumpur 02-07, Malaysia. Telex: MA31365

2320-2327 Pears, celery, oranges, lemons, grapefruit, tangerines, walnuts, sultanas (England). Wants pears, celery, oranges, lemonds, grapefruit, tangerines, walnuts in shell and sultanas. All dependant on price, export grades, standard export packages.

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Delivery all season. Quote C&F, CIF or FOB. Bank ref: Coutts & Co., Strand, London WC2. Contact: A. K. Ballatine, A. K. Ballantine & Co., Ltd., Pirbright, Woking, Surrey GU24 OBX, England. Phone: 048 67 2364.

2328 Carbonated drinks (England). Needs carbonated drinks in pull ring cans. Quantity: 4-6,000,000 yearly. Formula and ingredients to be supplied by company under license agreement. Packaging: 24 x 320 ml per carton, delivery soonest. Quote EX-factory. Bank ref: Union Bank of Switzerland. Contact: Michael Dennison, Mideast Markservice Establishment, 13 Yorick Road, West Mersea, Colchester, Essex, England. Telex: 896559. Phone: 01-464-2984.

2329 Hides (Korea). Would like raw cattle hides (fleshed or conventional), also, firm wants to represent U.S. raw hide exporters as agent in Korea. Quantity: about 36,000,000 lbs per year, standard quality, bundle and pack in container loads. Shipment: within one month after receipt of Letter of Credit or depend upon seller's option. Requirements: Health Certificate. Quotation: Price based on C&F Pusan port, Korea. Bank ref: Korea First Bank, Toegye Ro-Branch. Contact: C. T. Kwon, Daehan Gas Industrial Company, Ltd., C. P. O. Box 7037, Seoul Korea, Dong Wha Bldg., 307, 43-1, 1-Ka, Pil-Dong, Choong-Ku, Seoul, Korea. Telex: SAMHOCO K2235. Cable: DAIHANGASCO. Phone: 266-8100/19.

2330 Grocery lines (Indonesia). Jakarta Trading Company seeking offers and representation of U.S. supplier of powdered whole milk, modified dry whole milk, baby formulas, powdered citrus drink product, and general range of processed food products. Contact: P. T. Kotamas Makmur National Agency, Jalan Suryopranoto 26, Jakarta Pusat, Indonesia. ATTN: Kevin Tong. Phone: 349447 and 367711.

2331-2333 Rice, sugar, coffee (Switzerland). Wishes rice, parboiled, patna, cargo (please specify types and quantitites available); Sugar, white crystal refined, Brown granulated crystal, fine refined, red sugar (stipulation of polarisation necessary), and coffee (all types). Contact: Calaxy General Company, Ltd., Galaxy General Holding S.A., 46 Route De L'Etraz, 1260 Nyon, Switzerland. Telex: 289574. Phone: 022-618123. Cable: GALAXYGEN.

2334-2335 Frozen chickens and meats (Hong Kong). Wants to purchase frozen chickens and meats. Contact: Tso Kwok Fai, Flat C, 3/F, 16 Kai Yuen Terrace, North Point, Hong Kong.

2336 Grocery lines (Guatamala). Wants general grocery lines such as, canned goods, dairy, paper items, food, etc., quality - good to top, delivery as needed. Bank ref: Banco Agricola Mercantil, Guatemala City, and Bank of Londres & Montreal, Guatemala City. Contact: Julio or Mario Grazioso, Distributidora Savoy, 18 Calle 11-18, Zona 1, Guatemala City, Guatemala. Phone: 84093.

2337-2338 Corn and soybean meal (Iraq). The state company for animal feed has issued the following tenders: For supply of 50,000 tons of yellow corn, bid deadline is November 25. For 50,000 tons of soybean meal, bid deadline is December 3, 1978. Tender documents can be obtained from the state company for animal feed. Cost is forty Iraqi dinars (135 dollars). Bids should be submitted to: State Organization for Agricultural Development, P. O. Box 3073, Baghdad, Iraq. Phone: 9641/92371. Cable: YAKTEEN, Baghdad. Telex: 0491/2223 YAKTEEN IK.

2339 Vegetable seeds (Afghanistan). Wishes to purchase up to 1.6 million dollars worth of basic vegetable seeds. Bank ref: Asian Development Bank. Contact: N. S. Maini, Project Advisor, Afghan Seed Company, P. O. Box 4010, Kabul, Afghanistan.

2340 Candies (Guatemala). Needs and seeks distributorship of U.S. candies (all types for Guatemala), top quality. Bank ref: Bank of Londres & Montreal, Guatemala City. Contact: Maria Elena Alvarez De Martinez, 6 Calle "A" 11-03, Zona 7, Guatemala City, Guatemala. Phone: 41212.

2341 Soybean oil (Bolivia). A Santa Cruz edible oil processing plant has asked for price quotations for 3-4,000 tons of crude soybean oil which the plant will require by mid-December 1978. Interested firms should contact: Sao (Sociedad Aceitera Del Oriente, S.A.) Santa Cruz, Bolivia.

2342 Pistachio trees (Italy). Wishes 500,000 pistachio trees, grafted and ready to transplant, delivery suitable for air transportation. Requirements: Arrival in Milan no later than January 15, 1979. Quote CIF Milan. Bank ref: Banca Nazionale Agricoltura, Agenzia 10, Milano. Contact: Enrico Magnani, Iso, Industrial Supply Organization, via Palestrina 35, Milano, Italy. Telex: 330286 LEM. Phone: 02/208621 - 272427.

2343 Sugar (Canary Islands). Wants pure cane sugar, 30,000 metric tons, quotations CIF Persian Gulf, delivery soonest. Other requirements: Polarity, 98.7; Ash 0.03 - 0.04; color icumsa, moisture, 0.08 arsenic 1 lead 2. Contact: Juan Ramos, Intercontinental Trading, S. L., Apartado 735, Las Palmas, Canary Islands Telex: 95299 FONCAB. Phone: 25 64 05.

2344-2345 Fish meal and orange juice (Canary Islands). Firm interested in receiving quotations for 5,000 mt of fish meal - CIF Persian Gulf, plus large quantities of concentrated orange juice in barrels - CIF Iran. Delivery soonest. Contact: Juan Ramos, Intercontinental Trading, S.L., Apartado 735, Las Palmas, Canary Islands. Telex: 95299 FONCAB. Phone: 256405.

2346 Carrots (Trinidad). Needs 40,000 lbs of carrots, in container loads. Quality: processing, dicing and freezing. Delivery monthly, quote CIF Trinidad. Contact: Edwin Skinner, Acting Head, Economics Division, Cariri (Caribbean Industrial Research Institute), C/o Tunapuna Post Office, Trinidad, West Indies. Cable: CARIRI, Trinidad. Phone: 662-7161 and 662-7165.

2347 Crackers (Germany). Would like 4,000 tons per annum of crackers, 1st class. Packaging to be negotiated. Delivery soonest. Quote CIF Hamburg, but FOB port for Embarkation-also possible. Bank ref: Bank Fuer Gemeinwirtschaft, Hamburg, Contact: Wilfried Wiechert, Heinz Wiechert & Co., Alte Schleuse 18, 2102 Hamburg 93 (P. O. Box 93 03 60), West Germany. Telex: 02-163 434 (ANSWERBACK: Heiwie D). Cable: WIECHERTIMPORT Hamburg. Phone: 040-75 15 31.

2348-2351 Beans, peas, lentils (Netherlands). Would like 20,000 metric tons per year of feed beans, peas and lentils and 10,000 metric tons of grain milling by-products per year. Also wants to act as agent for U.S. firms. All commodities to be sub-grades for usage by the compound feed industry. Packaging in bulk or bag. Delivery: monthly shipments. Quote FOB and/or C&F. Bank ref: H. Albert De Bary, Westblaak, Rotterdam. Contact: J. W. P. Wolff/J. J. De Klerk, Werhoeff and Zoon's Handelmih, B.V., P. O. Box 659, Rotterdam, Netherlands. Telex: 22197. Phone: (010) 769666.

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2352 Peas (Malaysia). Wants 1 container load per month of split yellow peas, U.S. No. 1, packed in 100 lb. bags. Requirement: Importer requested sample. Quote C&F or CIF port Kelang. Bank ref: Citibank Kuala Lumpur. Contact: Dennis Goh, Nafas Niaga, 9 Jln. 241/51A, Petaling Jaya, Selangor, Malaysia. Telex: 37403 MA. Phone: 766-622.

2353 Baby chicks (Nigeria). Nigerian firm interested in importing U.S. day-old chicks, pullets and cockerels. Quantity 5,000-15,000 each, sexed. Packed in a well aired packed container. Delivery to be as soon as negotiations are through. Send C&F quotations to - Alhaja Shakirat A. Disu, Monsh Enterprises, 36, Abayomi Street, Lawanson, Suru Lere, Lagos, Nigeria. Phone: 934786. Bank ref: United Bank of Africa, Oyingbo Branch.

Foreign Trade Developments

New Orleans International Trade Show. You are invited to participate in the 4th International Food and Agricultural Trade Show to be held in New Orleans, February 8-10, 1979. This is the largest food exhibit in the U.S. devoted exclusively to the foreign market. Buyers from 35-40 countries are expected to attend this international event. The show is directed to the wholesaler, distributor, processor, export management company, and all other firms interested in exporting food products. A large number of direct sales were made at this show last year. A participation fee of $400 will be charged for each 10' x 10' booth and other services provided to the exhibitors. The show is sponsored by the Southern United States Trade Association (SUSTA) and the Foreign Agricultural Service of the U.S. Department of Agriculture. The cut-off date for participation and advertising space in the Trade Show Catalog is December 22. For additional information and a copy of the participation agreement contact--Herbert Stone, SUSTA, 338 International Trade Mart, New Orleans, Louisiana 70130. Telephone: (504) 568-5986. Telex: 584319 SUSTA NLN or your State Department of Agriculture.

Bangkok Product Display. Exporters can reach buyers in the Thailand market at minimum expense by participating in the FAS sponsored Attache Product Display in Bangkok, February 12-16, 1979. The participation fee is only $50, and exhibitor attendance is not required. While not a large market, opportunities exist for a variety of processed and canned foods, excluding fresh and dried fruits on which there is an import ban. FAS will make all arrangements including shipment of your product and representing your product line if you cannot attend. All trade leads will be passed on to you. The display will be held in conjunction with an Agribusiness Food Processing Exhibit sponsored by Department of Commerce. For further details contact: Marvin Lehrer, Export Trade Services Division, FAS, Room 4945-South Building, USDA, Washington, D. C. 20250. Telephone: (202) 447-7787.

(Japan) Transversus Abdominus. The Japanese Ministry of Agriculture has advised that for shipments of beef skirt-plate or transversus abdominus in cartons already labeled "inside skirt" the shipper will be required to blot out or line out the term "inside skirt" and place by means of a rubber stamp or white paper sticker the term "Beef Skirt-Plate". Handwritten markout with a magic marker or equivalent will not be acceptable.

Port facilities. The agricultural attache in Athens has reported an interest in port facilities estimated at $20 million, to handle grain at six ports for 20,000 mt capacity at each. For further information contact Bud Phillipsen, Agricultural Attache, American Embassy, APO New York 09253.